

AWARD DETERMINATION / NOTICE OF AWARD



ARIZONA DEPARTMENT OF EDUCATION
Contract Management Unit
1535 West Jefferson Street
Phoenix, Arizona 85007-3209



SOLICITATION NO. RFP ED08-0010

Employee Discipline and Risk Management Training Materials

Pursuant to A.A.C. R2-7-C317 Contract Award I determine to award a contract for services to the following vendor: UpSlope Solutions to provide the services/materials required by the above referenced solicitation and further described by the offeror's proposal. This proposal was determined to be the most advantageous to the State based on the evaluation criteria set forth in the solicitation.

The procurement was conducted pursuant to A.R.S. § 41-2534 and implementing rules, and under authority delegated to the Department by the State Procurement Administrator. The Department issued solicitation number ED08-0010 on October 5, 2007.

The Department received 3 proposals in response to this solicitation by 3:00PM MST on October 31, 2007. The following additional vendor(s) responses were received and reviewed for possible award;

UpSlope Solutions
The Chicago Source
Affinity Management Group

An evaluation panel created of one (1) Arizona Association of School Business Officials Member and one (1) Arizona State Board for Charter Schools member evaluated the proposals. The team included Martha Morgan and Charles Essigs. I sat on the panel as facilitator. The panel used a detailed evaluation scoring rubric which covered the following criteria:

- A. Offeror's Experience, Expertise and Reliability
- B. Method of Approach and Implementation Plan
- C. Pricing

The committee awarded evaluation scores based on a 1000-point scale. See attached consensus summary of evaluation panel scoring.

The completed evaluation forms for these proposals and assessments are available in the procurement file.

Brian D. Ball
Procurement Specialist

1/2/08

Date



EVALUATION POINT SUMMARY BASIS OF AWARD

ARIZONA DEPARTMENT OF EDUCATION

1575 W. Jefferson
Phoenix, Arizona 85007
(602) 542-6537
(602) 542-3359 FAX

Request for Proposal – ED08-0010

Senior Procurement Specialist:
Brian Ball

PROGRAM: Academic Achievement

| | | | | EVALUATION CRITERIA* | | | | POINT TOTAL |
|---------------------|------------------------|---|--|----------------------|-----|-----|--|-------------|
| | | | | A | B | C | | |
| MAXIMUM SCORE | | | | 500 | 300 | 200 | | 1000 |
| OFFERORS | Award Recommended: Y/N | | | | | | | |
| Affinity Management | Avg. Pts. | N | | 150 | 30 | 135 | | 315 |
| The Chicago Source | Avg. Pts. | N | | 138 | 30 | 200 | | 368 |
| UpSlope Solutions | Avg. Pts. | Y | | 400 | 225 | 133 | | 758 |
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I hereby attest that the points awarded to each offeror were scored in accordance with the established criteria and represent my best judgment of the Offerors' Proposals.

EVALUATION TEAM MEMBERS:

Charles Essigs

(Print/Type Name)
Martha Morgan

(Signature)

(Print/Type Name)

(Signature)

(Print/Type Name)

(Signature)

EVALUATION TEAM CHAIRMAN:

Brian D. Ball Sr. Procurement Specialist
(Print/Type Name & Title)

(Signature)

- * A: Experience, Expertise and Reliability
B: Method of Approach and Implementation Plan
C: Price



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EVALUATION TEAM MEMBERS:

Charles Essigs

Charles Essigs 12/18/07

(Print/Type Name)

(Signature)

Martha Morgan

(Print/Type Name)

(Signature)

(Print/Type Name)

(Signature)

EVALUATION TEAM CHAIRMAN:

Brian D. Ball Sr Procurement Specialist

(Print/Type Name & Title)

(Signature)

- *
A: Experience, Expertise and Reliability
B: Method of Approach and Implementation Plan
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Affinity Management Scoring Justification Summary

- A. Experience, Expertise and Reliability:
- Advantages: Experience in development of web based training programs.
 - Disadvantages: Little or no experience in subject area.
- B. Method of Approach and Implementation Plan
- Advantages:
 - Disadvantages: Proposal was unclear in its alignment with the requirements in the Scope of Work. A specific distribution plan was not mentioned as required in the Scope of Work.
- C. Price: Formula based (Lowest Responsive Price / Offeror's Price X 100 (Weight Given) = Points Given)
- $$\$265,890.00 \times \$395,000.00 \times 200 = 135$$

The Chicago Source Scoring Justification Summary

- A. Experience, Expertise and Reliability:
- Advantages: Strong legal and financial background. Experience with projects similar to RFP.
 - Disadvantages: The experience in risk management activities is limited.
- B. Method of Approach and Implementation Plan
- Advantages:
 - Disadvantages: Provides timeline but actual approach is unclear or nonexistent. No licensing agreement or distribution plan. No mention of additional professional development opportunities. Incorrectly identifies users of the materials as ADE employees and delivery of materials to ADE not school districts.
- C. Price: Formula based (Lowest Responsive Price / Offeror's Price X 100 (Weight Given) = Points Given.)
- $$\$265,890.00 \times \$265,890.00 \times 200 = 200$$

UpSlope Solutions Scoring Justification Summary

- A. Experience, Expertise and Reliability:
- Advantages: Experience in risk management training. Extensive references, representing experience in working with school districts.
 - Disadvantages:
- B. Method of Approach and Implementation Plan
- Advantages: Product meets all specific requirements of Scope of Work.
 - Disadvantages:
- C. Price: Formula based (Lowest Responsive Price / Offeror's Price X 100 (Weight Given) = Points Given.)
- $$\$400,000.00 \times \$265,890.00 \times 200 = 133$$

A: Experience, Expertise and Reliability
B: Method of Approach and Implementation Plan
C: Price